



2023/2/2

ABC-MART, INC.

## Monthly Sales Report for January 2023, FY 2023

\*\*\* "ABC-MART" Sales Summary fiscal period from MAR 1, 2022 to FEB 28, 2023 (% change compare with last year)

		2022									(%)
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Existing Stores	Sales	4.1	12.9	10.1	8.8	6.8	1.2	16.0	7.4	8.1	
	Number of Customers	0.2	7.7	3.9	3.8	1.2	-2.8	7.1	1.5	2.6	
	Sales per customer	3.9	4.9	6.0	4.9	5.5	4.1	8.3	5.8	5.4	
All Stores	Sales	5.3	18.9	27.2	16.7	11.2	2.1	18.1	9.8	13.4	
	Number of Customers	1.1	13.0	21.1	11.5	5.1	-1.9	8.8	3.6	7.6	
	Sales per customer	4.1	5.2	5.0	4.7	5.8	4.1	8.6	6.0	5.4	
		2023									
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	18.1	20.2	12.9	16.9	13.9	21.8				
	Number of Customers	6.3	8.6	2.8	5.8	2.5	11.2				
	Sales per customer	11.1	10.7	9.9	10.5	11.1	9.5				
All Stores	Sales	18.5	21.7	14.0	18.0	14.7	23.0				
	Number of Customers	6.4	9.4	3.3	6.4	3.0	11.7				
	Sales per customer	11.4	11.2	10.3	10.9	11.4	10.1				

## Sales Report for FY 2022

		2021									(%)
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Sales	Existing Stores	16.3	65.2	7.3	22.4	-15.6	9.2	-4.3	-3.6	5.6	
	All Stores	19.4	162.0	45.8	56.8	-16.8	11.0	-3.6	-3.7	20.6	
		2022									
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Sales	Existing Stores	-4.8	3.1	-0.9	-0.6	14.1	12.8	-8.3	7.9	3.7	4.5
	All Stores	-5.1	4.0	-0.3	-0.3	14.5	13.5	-7.9	8.4	4.0	11.7

### ◇ Sales Summary

In January, sales were strong due to the first year-end and New Year holidays without activity restrictions in three years and increased demand for winter goods due to a major cold snap.

Due to the Chinese New Year, the number of travelers, especially from Southeast Asia, increased, and inbound demand, especially in central Tokyo, showed a recovery trend.

By product, boots and apparel were very strong due to the cold weather.

All stores sales grew 23.0% to a year ago in this month.

Existing stores sales also showed a year on year growth of 21.8% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 0 store

Closed: 6 stores

Number of stores: 1,076 stores